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Set      Items    Description
S1        186     OPEN()BUYING(2W)INTERNET OR INTERNET()PURCHASING()ROUNDTAB-
            LE
S2          1     S1 NOT PD>19970428
S3         37     S1 NOT PY>1997
S4         30     RD (unique items)
S5          1     S4 NOT PD=19970428:19990428
? show file
File 704:(Portland)The Oregonian 1989-2004/Aug 04
         (c) 2004 The Oregonian
File 710:Times/Sun.Times(London) Jun 1988-2004/Aug 05
         (c) 2004 Times Newspapers
File 727:Canadian Newspapers 1990-2004/Aug 06
         (c) 2004 Southam Inc.
File 728:Asia/Pac News 1994-2004/Aug W1
         (c) 2004 Dialog Corporation
File 749:Latin American News  Jan/ 1994-2004/Aug 05
         (c) 2004 Dialog Corporation
File 754:IPO Maven 1994-2000/Jul
         (c) 2000 OTIVA, Inc.
File 755:New Zealand Newspapers 1995-2004/Aug 05
         (c) Fairfax New Zealand Ltd.
File 761:Datamonitor Market Res. 1992-2004/Aug
         (c) 2004 Datamonitor
File 764:BCC Market Research 1989-2004/Jul
         (c) 2004 Business Communication Co.
File 765:Frost & Sullivan 1992-1999/Apr
         (c) 1999 Frost & Sullivan Inc.
File 767:Frost & Sullivan Market Eng 2004/Aug
         (c) 2004 Frost & Sullivan Inc.
File 781:ProQuest Newsstand 1998-2004/Aug 06
         (c) 2004 ProQuest Info&Learning
File 810:Business Wire 1986-1999/Feb 28
         (c) 1999 Business Wire
File 813:PR Newswire 1987-1999/Apr 30
         (c) 1999 PR Newswire Association Inc
File 992:NewsRoom 2003
         (c) 2004 The Dialog Corporation
File 993:NewsRoom 2002
         (c) 2004 The Dialog Corporation
File 994:NewsRoom 2001
         (c) 2004 The Dialog Corporation
File 995:NewsRoom 2000
         (c) 2004 The Dialog Corporation
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Set      Items    Description
S1       1601     OPEN()BUYING(2W)INTERNET OR INTERNET()PURCHASING()ROUNDTAB-
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S2        301     S1 NOT PY>1997
S3        165     RD (unique items)
S4         25     S3 NOT PD=19970428:19990428
File     2:INSPEC 1969-2004/Jul W4
           (c) 2004 Institution of Electrical Engineers
File     6:NTIS 1964-2004/Aug W1
           (c) 2004 NTIS, Intl Cpyrght All Rights Res
File     9:Business & Industry(R) Jul/1994-2004/Aug 05
           (c) 2004  The Gale Group
File    13:BAMP 2004/Jul W4
           (c) 2004  The Gale Group
File    15:ABI/Inform(R) 1971-2004/Aug 05
           (c) 2004 ProQuest Info&Learning
File    16:Gale Group PROMT(R) 1990-2004/Aug 06
           (c) 2004 The Gale Group
File    18:Gale Group F&S Index(R) 1988-2004/Aug 06
           (c) 2004 The Gale Group
File    20:Dialog Global Reporter 1997-2004/Aug 06
           (c) 2004 The Dialog Corp.
File    34:SciSearch(R) Cited Ref Sci 1990-2004/Aug W1
           (c) 2004 Inst for Sci Info
File    47:Gale Group Magazine DB(TM) 1959-2004/Aug 06
           (c) 2004 The Gale group
File    50:CAB Abstracts 1972-2004/Jul
           (c) 2004 CAB International
File    65:Inside Conferences 1993-2004/Aug W1
           (c) 2004 BLDSC all rts. reserv.
File    75:TGG Management Contents(R) 86-2004/Jul W4
           (c) 2004 The Gale Group
File    88:Gale Group Business A.R.T.S. 1976-2004/Aug 05
           (c) 2004 The Gale Group
File    95:TEME-Technology & Management 1989-2004/Jun W1
           (c) 2004 FIZ TECHNIK
File    99:Wilson Appl. Sci & Tech Abs 1983-2004/Jul
           (c) 2004 The HW Wilson Co.
File   111:TGG Natl.Newspaper Index(SM) 1979-2004/Aug 04
           (c) 2004 The Gale Group
File   139:EconLit 1969-2004/Jul
           (c) 2004 American Economic Association
File   141:Readers Guide 1983-2004/Jul
           (c) 2004 The HW Wilson Co
File   148:Gale Group Trade & Industry DB 1976-2004/Aug 06
           (c)2004 The Gale Group
File   211:Gale Group Newsearch(TM) 2004/Aug 06
           (c) 2004 The Gale Group
File   233:Internet & Personal Comp. Abs. 1981-2003/Sep
           (c) 2003 EBSCO Pub.
File   256:TecInfoSource 82-2004/Jul
           (c)2004 Info.Sources Inc
File   258:AP News Jul 2000-2004/Aug 06
           (c) 2004 Associated Press
File   262:CBCA Fulltext 1982-2004/May
           (c) 2004 Micromedia Ltd.
File   264:DIALOG Defense Newsletters 1989-2004/Aug 05
           (c) 2004 The Dialog Corp.
File   267:Finance & Banking Newsletters 2004/Aug 05
           (c) 2004 The Dialog Corp.
File   275:Gale Group Computer DB(TM) 1983-2004/Aug 06
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            (c) 2004 The Gale Group
File 340:CLAIMS(R)/US Patent 1950-04/Aug 05
            (c) 2004 IFI/CLAIMS(R)
File 349:PCT FULLTEXT 1979-2002/UB=20040729,UT=20040722
            (c) 2004 WIPO/Univentio
File 397:Las Vegas Review-Journal 1997-2004/Aug 05
            (c) 2004 Las Vegas R-J
File 416:DIALOG COMPANY NAME FINDER(TM) 2004/May
            (c) 2004 DIALOG INFO.SVCS.
File 440:Current Contents Search(R) 1990-2004/Aug 06
            (c) 2004 Inst for Sci Info
File 476:Financial Times Fulltext 1982-2004/Aug 06
            (c) 2004 Financial Times Ltd
File 483:Newspaper Abs Daily 1986-2004/Aug 05
            (c) 2004 ProQuest Info&Learning
File 484:Periodical Abs Plustext 1986-2004/Jul W4
            (c) 2004 ProQuest
File 485:Accounting & Tax DB 1971-2004/Jul W3
            (c) 2004 ProQuest Info&Learning
File 501:Extel Intl News Cards 1995-2002/Mar W4
            (c) 2002 Extel Financial Inc
File 545:Investext(R) 1982-2004/Aug 06
            (c) 2004 Thomson Financial Networks
File 553:Wilson Bus. Abs. FullText 1982-2004/Jul
            (c) 2004 The HW Wilson Co
File 554:TFSD J V & Alliances 1990-2004/Aug 06
            (c) 2004 Thomson Fin Sec Data
File 563:Key Note Market Res. 1986-2001/Aug 03
            (c) 2001 ICC Online Info. Group
File 570:Gale Group MARS(R) 1984-2004/Aug 06
            (c) 2004 The Gale Group
File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13
            (c) 2002 The Gale Group
File 608:KR/T Bus.News. 1992-2004/Aug 06
            (c)2004 Knight Ridder/Tribune Bus News
File 609:Bridge World Markets 2000-2001/Oct 01
            (c) 2001 Bridge
File 610:Business Wire 1999-2004/Aug 05
            (c) 2004 Business Wire.
File 613:PR Newswire 1999-2004/Aug 05
            (c) 2004 PR Newswire Association Inc
File 619:Asia Intelligence Wire 1995-2004/Aug 05
            (c) 2004 Fin. Times Ltd
File 621:Gale Group New Prod.Annou.(R) 1985-2004/Aug 06
            (c) 2004 The Gale Group
File 624:McGraw-Hill Publications 1985-2004/Aug 05
            (c) 2004 McGraw-Hill Co. Inc
File 625:American Banker Publications 1981-2004/Aug 06
            (c) 2004 American Banker
File 635:Business Dateline(R) 1985-2004/Aug 05
            (c) 2004 ProQuest Info&Learning
File 636:Gale Group Newsletter DB(TM) 1987-2004/Aug 06
            (c) 2004 The Gale Group
File 647:CMP  Computer Fulltext 1988-2004/Jul W4
            (c) 2004 CMP Media, LLC
File 649:Gale Group Newswire ASAP(TM) 2004/Aug 03
            (c) 2004 The Gale Group
File 654:US Pat.Full. 1976-2004/Aug 05
            (c) Format only 2004 The Dialog Corp.
File 660:Federal News Service 1991-2002/Jul 02
            (c) 2002 Federal News Service
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File 674:Computer News Fulltext 1989-2004/Jul W4
        (c) 2004 IDG Communications
File 696:DIALOG Telecom. Newsletters 1995-2004/Aug 05
        (c) 2004 The Dialog Corp.

4/7/1   (Item 1 from file: 2)
DIALOG(R)File   2:INSPEC
(c) 2004 Institution of Electrical Engineers. All rts. reserv.

5662516
  Title: **Computer, security firms roll out e-comm protection [electronic
commerce protection]**
  Author(s): Zalud, B.
  Journal: Security   vol.34, no.6   p.93-4
  Publisher: Cahners Publishing,
  Publication Date: June 1997 Country of Publication: USA
  CODEN: SECUEU ISSN: 0890-8826
  SICI: 0890-8826(199706)34:6L.93:CSFR;1-3
  Material Identity Number: K674-97008
  Language: English   Document Type: Journal Paper (JP)
  Treatment: Practical (P)
  Abstract: The mall is opening for business; that's the electronic mall.
And, if consumer shopping and business transactions are successful through
the Internet, you can thank security for making people comfortable in this
new mall. (0 Refs)
  Subfile: D
  Copyright 1997, IEE

4/7/2   (Item 1 from file: 9)
DIALOG(R)File   9:Business & Industry(R)
(c) 2004 The Gale Group. All rts. reserv.

1781135 Supplier Number: 01781135   (THIS IS THE FULLTEXT)
Netscape, Microsoft in extranet race
**(Netscape's Mercury client includes Compass, which will use agents to
  search out online information and watch for events)**
Computer Reseller News, p 24
March 17, 1997
WORD COUNT: 503

TEXT:
BY DEBORAH GAGE

San Mateo, Calif.

NETSCAPE COMMUNICATIONS CORP. and Microsoft Corp. rolled out competing
strategies for extranets, the business-to-business networks between
companies and their partners and customers.

Netscape posted on its Web site a white paper unveiling new versions of its
client and server software--code-named Mercury and Apollo--as well as a
visual development tool code-named Palomar.
Although both Communicator 3.0 and SuiteSpot 3.0 still are in beta and due
to ship around mid-year, Netscape is planning new versions of both products
for 1998. Palomar will complement the current Netscape Suite-Tools and is
due mid-1997.

Netscape proposes resellers use the software to run Crossware, which
Netscape defines as "on-demand applications that run across networks and
operating systems and are based on ... HTML, Java and JavaScript."

Netscape and Microsoft have counter-proposals for both JavaScript and
Dynamic HTML with the Internet standards bodies.

"HTML and JavaScript are evolving into mature programming

languages--presentation languages," said David Pann, Netscape group product manager for servers. "You can build enterprise scalable applications and mix all types of media. You don't need to worry about interoperability with databases or proprietary protocols, and you don't need to upgrade your hardware and software."

Apollo is focusing on management, managed content, improved messaging and the creation of an application platform, Pann said. "Companies are deploying Web, mail and news servers in the hundreds of thousands, and we'll spend a lot of time working to reduce the cost of ownership."

Netscape is promising reliability and availability and an object store so customers can combine all types of media into applications and work with applications off-line.

It also is proposing a feature that lets people view and manage information on the network regardless of location.

Netscape's Mercury client includes Compass, which will use agents to search out online information and watch for events. "We'll have a workflow-enabled platform--you can use electronic forms to notify people. E-mail is deployability, and managing it is critical. We'll also make sure our messaging numbers will scale beyond what they do today," Pann said.

Apollo also supports distributed transactions. Actra Business Systems, a join joint venture between Netscape and GE Information Services, unveiled a suite of electronic-commerce applications due later this year!

Netscape said its current direction, as well as future products and schedules, "will naturally evolve and be refined over time to meet changing customer needs and market realities."
Microsoft, meanwhile, is working with American Express, SupplyWorks, members of the **Internet   Purchasing   Roundtable** and Internet standards bodies to create a standard for **Open   Buying** on the **Internet** , said Microsoft product manager Tanya Van Damme. The **Internet   Purchasing Roundtable** is a consortium of 20 Fortune 500 companies.

Microsoft will use existing products to address extranets and plans to roll out a new version of the Commercial Internet System, code-named Normandy, this summer (CRN, Feb. 10).

"We support what customers already have--they have no time or money to relearn everything. Given that Netscape is announcing features two versions out, you figure they must be responding to something," Van Damme said.

4/7/3   (Item 2 from file: 9)
DIALOG(R)File   9:Business & Industry(R)
(c) 2004   The Gale Group. All rts. reserv.

1781128 Supplier Number: 01781128   (THIS IS THE FULLTEXT)
Microsoft debuts extranet plan
**(Microsoft's MCIS is targeted at ISPs, online services, telcos, network
   operators, and other key electronic commerce vendors)**
Computer Reseller News, p 2
March 17, 1997
WORD COUNT: 476

TEXT:

Establishes beachhead with Normandy; key alliances to be rolled out in coming weeks

BY STUART GLASCOCK & MARY JO FOLEY

Los Angeles

MICROSOFT CORP. WENT public last week with a key piece of its extranet strategy by officially rolling out the Microsoft Commercial Internet System (MCIS), formerly code-named Normandy.

And within the next few weeks, the company is expected to put in place more pieces of the extranet puzzle via alliances with some of the biggest names in electronic commerce and Internet development.

Microsoft is working with American Express Co. Inc., SupplyWorks, and other members of the **Internet Purchasing Roundtable** to create a business-to-business purchasing interface, called **Open Buying** on the **Internet** .

Microsoft also is working with Sterling Commerce to enable Microsoft's Merchant Server to route and track transactions using electronic data interchange. Merchant, one of the key pieces of MCIS, already includes interfaces that enable direct integration with Sterling's Interchange software.

In addition, Microsoft is partnering with SAP AG to create more seamless information-transfer capabilities between enterprise resource planning systems and Web-based commerce systems.

Merchant and the other pieces of MCIS are available for resellers to deploy a host of Internet and intranet applications, the Redmond, Wash.-based software giant said at Internet World.
The set of server applications-including Web-site hosting, commercial-services provision, sales-force automation, customer support and help-desk assistance--aim to further enable electronic commerce, executives said.

Among the suite of services are Chat, News, Mail, Internet Locator, Membership, Information Retrieval, Content and Replication, White Pages and Merchant electronic-commerce servers.

"We do think this segment of the market is very interesting," said Daniel Steele, general manager in Microsoft's personal and business systems group. "A number of small businesses will turn to Internet service providers to host their business presence up on the Internet."

Companies with contracts to deploy MCIS include GridNet International, InfoSel, Lycos, North Willamette Telecom, Inet, MicroWarehouse, Pearson

PLC, Planet Direct, Talk City and Ziplink.

MCIS is targeted at a very specific segment of the industry--ISPs, online services, telcos, network operators and other key electronic commerce vendors, Steele said.
However, Microsoft is working on strategies for delivering this summer all of the MCIS servers to individuals by repackaging and repricing the suite, sources said.

Currently, MCIS is available as a single SKU only. But Microsoft is considering per-user pricing as a possibility as well, said one customer,

who requested anonymity. Microsoft executives refused to comment on MCIS pricing.

The MCIS servers are tailored to work with NT's directory and security features, Microsoft executives said.

"They [Microsoft] still need things like mail-list hosting, since mailing lists are important to extranets for better connectivity," said William Karpovich, director of product management with Digex, a Beltsville, Md., Web hosting vendor.

Normandy Invasion

New Allies for MCIS

* GridNet International
* InfoSel

* Lycos

* North Willamette Telecom

* Pearson

* Planet Direct

* Talk City

* Ziplink

4/7/4   (Item 1 from file: 13)
DIALOG(R)File   13:BAMP
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1056286   Supplier Number: 01142641   (THIS IS THE FULLTEXT)
The New Payments Magic Bullet
(Financial executives propel e-commerce use; many financial executives are
   utilizing e-mail in concert with purchasing card programs)
Article Author(s): Gamble, Richard
Treasury & Risk Management 1997/1998 Technology Yearbook, v 7, n 6, p
6-8,11-12
1997
WORD COUNT: 3073

TEXT:
Electronic commerce represents the next generation for payables for
treasurers.

By Richard Gamble

JOE PAIVA, LIKE MANY FINANCIAL EXECUTIVES, was looking in early 1996 for a
way to wring out high overhead costs that Cephalon, a West Chester,
Pa.-based medical technology company, incurred when making small-dollar
purchases. Cephalon, which develops therapies for neurological diseases,
now makes about 25% of its purchases over the·internet thanks to an
electronic commerce program developed by none other than Paiva, the
company's controller.

Welcome to the brave new world of electronic commerce, which is on its way to becoming corporate America's newest magic bullet. Internet technology is facilitating the real-time transmission of large amounts of data across previously incompatible computer systems at amazingly low prices. Finally, it seems, there may be an infrastructure that can actually deliver the efficiencies that generally have eluded electronic data interchange (EDI). E-commerce even appears destined to be the next accounts payable leap beyond corporate purchasing cards.

E-commerce on the internet has emerged only recently as a market in which specialized cyber-boutiques sold downloadable, then shippable, products to upscale, technology-embracing consumers. But now business-to-business transaction is showing the fastest growth and appears to have the brightest future. Just ask $5.5 billion AMP, based in Harrisburg, Pa. This maker of electrical and electronic connecting devices is now selling consulting services to third parties under the name, AMPeMerce, and happily reports that bookings are already approaching $1 million even though it started offering the services less than a year ago.
Plenty of people still need convincing, however. About one-third of large U.S.-based corporations have already embraced e-commerce in theory and are moving decisively to redefine roles and reengineer processes around it, while another third has written off e-commerce as a minor phenomenon. The remaining third is watching to see how the technology evolves.

Even so, CFOs and other financial executives are the ones actually driving e-commerce use. Why? "Processing a purchase order manually costs anywhere from $15 to $50, but if you can automate the purchase, the cost falls to $2 to $5," says Steve Vanechanos, president of Dynamic Web Enterprises, a Fairfield, N.J.-based business-to-business e-commerce provider. "That's not technology. That's economics."

Currently, many financial executives are using e-commerce in concert with purchasing card programs. At the Massachusetts Institute of Technology, for example, a lab technician can order canisters of liquid argon by logging on to a PC and opening an electronic catalog of products of $1.2 billion BOC Gases America based in Murray Hill, N.J. A couple of clicks later, the order, encrypted for security, moves over the internet to BOC's web site. The purchase is charged to MIT's American Express corporate purchasing card and sent to American Express for approval.
"We're looking forward to simplifying the buying of low-value items and allocating those purchases to the proper accounts," says Jim Morgan, MIT's controller. "Partly because of all our research grants, we have to account for those dollars carefully, and it will help us a lot to eliminate the paperwork and convert it to a one-step process."

A corporate purchasing card seemed the classic prescription for Cephalon's headache. The greatest number of the company's transactions were made through repeated small purchases from a handful of regular vendors, but the huge majority of vendors were used only once or twice a year. So Cephalon's Paiva started a purchasing card program to capture infrequent purchases from seldom-used vendors.

But for the vendors who were used repeatedly for small purchases, Paiva turned to e-commerce and web-based software called CornerStone, developed by Pittsburgh, Pa.-based Fisher Technology Group. The software allowed the company to set up its own private e-commerce marketplace with its preferred vendors on the internet.

The result? Cephalon's purchasing transaction volume fell by 23% to 25%, bringing down procurement overhead costs by a like percentage.
Not surprisingly, purchasing card vendors see the payable advances that

Bode Akintola   06-Aug-04   EIC 3600

e-commerce can provide and are developing their own products. Just last May, Visa and MasterCard published SET 1.0, a broadly supported industry protocol that details how encryption and digital identification will be used to secure payment payment card transactions on the internet and other open networks.

photo omitted

What's more, treasurers like electronic procurement systems because they make purchasing card programs more valuable. "Companies pushing purchasing cards run into the problem of limited point-of-sale information," says Todd Ostrander, a former buyer of nonproduction goods for Boeing who helped design ELEKOM, a nonproduction goods procurement system for Fortune 2,000 companies created by Egghead Software. "An electronic purchasing system can capture all the detail anyone wants on the front end and then match it on the back end with the feed from the purchasing card company."

E-commerce could find a similar complementary partner in EDI, which has yet to fulfill expectations. "It won't go away anytime soon, but it has no more potential," says Karl Nagel, an e-commerce consultant based in Manhattan Beach, Calif., about EDI.
While harsh, Nagel's comments ring true. To deal with disparate computer systems, EDI converts a native, executable file into a dumb flat file and sends it to a trading partner who has to convert it back to something he can use. Yet e-commerce based on web system protocols like Java and Activex lets computers speak directly to each other without file conversions. You can actually log onto your partner's secure system and execute a purchase order.

photo omitted

EDI usually works in a hub-and-spoke environment, where one party can dictate what everyone will do. Not so with e-commerce. "With the new electronic commerce technology, everybody can trade with everybody," says Dynamic Web's Vanechanos.

So if EDI is so obsolete, why bother integrating e-commerce with it? Because e-commerce has the potential to virtually spread EDI across a whole supply chain. Consider $150 million Great American Knitting Mills. Great American sells socks to retailers such as Sears, J.C. Penney and Federated, making it an EDI shop for 99% of its transactions, says Val Zumbro, director of information systems for the Burlington, N.C-based manufacturer. But sales representatives at a sister company, Cluett Peabody, sell Great American's gold-toe socks along with their own Arrow shirts to small menswear boutiques, which sometimes results in faxed or back-of-a-napkin orders. And the paper-order problem could get worse when Great American starts using manufacturers' reps to sell its new line of athletic socks to small sporting goods merchants.

So the company hired Dynamic Web to create an internet solution that will let these small customers use a web site and browser to create orders that arrive at Great American as standard EDI electronic orders and sail through the company's order processing systems. Great American will be able to respond with its standard advance ship notices, which small customers will receive as plain-English electronic-mail messages, thanks to Dynamic Web's translation services. To eliminate invoices and collection activity and to consolidate incoming payments, most of these small retailers will be asked to pay by credit card or corporate purchasing card, Zumbro explains.

Other potential users are skeptical. Richard Stagliano, vice president and CFO of $80 million United Electric Supply, a Wilmington, Del.-based

distributor of electrical products, welcomes the availability of EDI-formated forms at web sites, although his company is not yet using them. "We should pay everybody and get paid by everybody via EDI, but that will come slowly," he says. "We deal with a lot of smaller customers who aren't ready for EDI."

Expanding EDI access through the internet, Stagliano says, "is a great concept but it has to prove it's practical in day-to-day operations."

General Electric Information Services (GEIS), a Rockville, Md., unit of $78.5 billion General Electric, is going for that daily practicality by offering EDI with its TradeWeb product. By using a web browser to pull down and fill in an invoice form at a GE web site, the supplier can generate a properly formatted EDI invoice transaction. When the invoice matches the purchase order, it can be as simple as typing in the purchase order number.

Security Issues

Meanwhile, Actra Business Systems, a GEIS-Netscape Communications joint venture, late in May released ECXpert, software designed to make the internet secure for business-to-business communication. In addition to providing EDI-formatted "e-forms," ECXpert allows users to send business documents in any format as attachments to regular internet electronic mail. Such messages can be protected by encryption and authentication with a simple click, says Nick Marchetti, product manager for ECXpert. In fact, the user doesn't even have to understand the security safeguards to use them effectively.

Users during the beta, or testing, phase included $100 billion (in assets) Wells Fargo, which plans to use the software to support treasury management services. Initially, customers outsourcing payment execution to the San Francisco-based bank will use the software to prepare a payment file in the proper EDI format and send it to the bank over the internet or a private network.

The move to a real-time network means that customers can get up-to-the-minute reports on the status of wire transfers, says Bob Chlebowski, Wells Fargo's senior vice president for electronic commerce. Eventually, the bank will introduce EDI-formatted e-forms that smaller companies can use to send or pay invoices.

GE, meanwhile, is among the relatively few U.S. companies currently doing a significant volume of business through e-commerce channels. GE is implementing TPN Mart, a network that uses the internet to link buyers and sellers through customized electronic catalogs for actual transactions. It also includes a purchasing card option. GE, which will use TPN Mart across its business units, expects to trim procurement and materials costs by $500 million over the next three years.
"The impact of electronic commerce falls more heavily on accounts payable, accounts receivable and purchasing than it does on treasury, although treasury can be an agent of change," says Dennis Sweeney, assistant treasurer of $225 billion GE Capital Services in Stamford, Conn., which handles cash management for both GE Capital and GE, the parent company. "Obviously, the more electronic payments we get where we know in advance when settlement will occur, the better we can forecast cash."

Consolidating small-dollar payments under arrangements like purchasing cards also cuts down on the number of disbursements and the disbursement fees paid to banks, Sweeney says. But treasury still funds the accounts daily with wire transfers. "The real gains are in operating efficiency and reducing the number of payments," Sweeney says.

Such efficiency isn't lost on Linens and Things, a $700 million retailer based in Clifton, N.J, that will soon be providing sell-through data to its suppliers via the internet, which should improve the efficiency of its supply chain. "In the old days, you might sell 100 sets of sheets and have no idea whether to expect returns or new orders," says Dynamic Web's Vanechanos, who is writing the software for Linens and Things. "Now suppliers can see how the merchandise actually is moving."
Linens is going to stop faxing purchase orders to small suppliers and instead deliver them, in proper EDI format, through a web site, says CFO James Tomaszewski. "The Linens side of our business comes from very large vendors like Fieldcrest and Cannon that are quite EDI-capable, but the Things side often involves small providers that don't have a lot to invest in technology."

Emerging Extranets

Many companies are going farther still by using "extranets," which, in effect, open their proprietary intranets to key suppliers or customers. Behind protective firewalls, privileged partners in a trading chain share data and access to each other's systems to hone trading efficiency. "As intranets are opened and trading partners enroll, you get intranet-to-intranet communication, which is an extranet," notes Daniel Pavlick, senior vice president in treasury management at $71 billion (in assets) PNC Bank in Pittsburgh, Pa.

The emergence of extranets is helping bridge a major procurement gap that EDI couldn't. "EDI worked great for production goods, where transactions are scheduled and easily automated," says Egghead's Ostrander. "But it never worked very well in the unstructured, unscheduled world of nonproduction goods."

E-commerce, through the use of software like ELEKOM, does work with nonproduction goods, which are basically anything from paper towels to fire trucks. Ostrander spent 18 months at Egghead studying procurement practices at 200 large companies to design ELEKOM, which now helps automate and integrate the requisition process for financial executives.

A number of corporate procurement networks besides ELEKOM are now springing up. Some enlist vendors to inhabit their electronic malls. Others sign up buyers and help them enroll their key suppliers. Some offer diversified business equipment, supplies and services, while others specialize in areas like computer or aviation supplies and equipment. An even larger group of vendors, such as Dynamic Web Enterprises, Premenos, Quick Response Service and Actra Business Systems, write software and provide some operational support or, like AMPeMerce, provide consulting. These software writers are making sure e-commerce can improve the flow of information within supply chains, especially for production goods.

That's important, because even while e-commerce technology may be new, aggressive supply chain management isn't. Treasurers know from experience that inefficiencies within the supply chain can play havoc with cash flow and working capital funding. And as e-commerce opens the door for further refinements in supply-chain management, treasurers will have an opportunity to actively introduce payment terms in the negotiations that will redefine trading partner relationships. That, indeed, would be some magic bullet.

The Plight Of The Providers

How big of a market will electronic commerce be for suppliers and purchasing card providers? HArd to say. But all three of the major credit

card companies--American Express, Visa and MasterCard--have e-commerce
initiatives afoot. And large suppliers are also trying to convert customers
to this new payment system.

Consider BOC Gases. It is trying to convert all its high-volume customers
to paying via e-commerce. Almost $100 million, or roughly one-third of BOC
America's annual revenue, now comes from e-commerce transactions with a
dozen or more customers, says Doug Bailey, development manager for
electronic commerce at the company.

On the credit card front, four companies now are using American Express
pcards to pay for business-to-business internet buying, reports David
Masse, director of product development for corporate services at American
Express in New York. Visa and MasterCard report similar progress with their
e-commerce products.

But major companies already are testing the waters with pilot projects, and
Masse predicts that growth will be "rapid" by the end of 1997. In
anticipation of such a boom, Amex has spearheaded development of an " **Open
Buying** on the **Internet** " standard, published in June, to make it easier
for companies to use the internet for small-dollar business procurement.

--R.G.

E-Commerce Procurement Networks
The following chart reads as follows:
Row 1: Vendor
Row 2: Product
Row 3: Comment
TPN Register, a joint venture of GE Information Services and Thomas
Publishing, an industrial supplies catalog publisher
E-mail address: Get from web site
Web site: www.tpnregister.com or www.tpn.geis.com
Phone: (888) 2 TRP TPN
        TPN Post and TPN Mart
        Post takes care of the prepurchasing phase, such as
        bidding and contract negotiation; Mart picks it up from
        there and handles the actual purchasing from custom
        catalogs. Mart is buyer-driven. Core users are still GE
        business units, but other commercial accounts are signing
        up.
ELEKOM
E-mail address; info@elekom.com
Web site: www.elekom.com
Phone: (888) ELEKOM 1
        ELEKOM Procurement
        Procurement network built for Fortune 2,000 firms. In
        advanced testing phase but not yet fully operational.
IBM
E-mail address: Not available
Web site: www.distributor.ihost.com
Phone: Not available
        World Purchasing
        Being phased out in favor of a new, yet-ti-be-announced
        system, but still operating.
ICXpress
E-mail address: guiob@ics.-hq.com
Web site: www.icxpress.com
Phone: (817) 329-7739
        ICXpress
        Digital storefront selling only computers, computer

supplies and computer peripherals to corporate America
over the internet.
Joint venture of Chase Manhattan Bank and BVE LLC, a British
internet software development company
E-mail address: roberth@#intelisys.net
Web site: www.intelisys.net
Phone: (212) 638-9012

Intelisys
Just getting started, this bank-backed venture enrolls
corporate procurement customers and then gets their major
suppliers to provide electronic catalogs and order entry.
Promise to provide ACH settlement options.
Fisher Technology Group
E-mail address: ftginfo@ftechg.com
Web site: www.procurenet.com
Phone: (800) 926-0460

ProcureNet
A public, business-to-business electronic commerce mall
for the purchase of maintenance, repair and operations
(MRO) materials. Charges rent to vendors. Open at no
charge to buyers.

A Glossary Of E-Commerce Terms

ACTIVEX: A set of Microsoft technologies that brings interactive content
and multimedia effects to the World Wide Web.

DIGITAL SIGNATURES: A combination of public and private algorithmic keys
applied to a message in such a way that only the presumed sender could have
sent it and only the intended message could have been sent. Messages so
signed cannot be repudiated.

DIGITAL CERTIFICATES: Algorithmic keys issued by a trusted third party that
certify that the holder is a legitimate counterparty for a transaction.
Used to create trust between unknown parties.

E-FORMS: Formatted templates maintained at web sites that allow users to
create messages in the desired formats--typically EDI formats.
ENCRYPTION: Math-based security technique for scrambling a data stream so
that it cannot be read until unscrambled by a technique called decryption.

EXTRANET: Network of linked intranets that allow trusted trading partners
to have access to each other's secure intranets.

HTML: Short for hypertext markup language, which is used to format
documents for the World Wide Web.

HTTP: Short for hypertext transport protocol, a technique used to tell web
servers to send information to a web browser.

INTERNET: A public network of computer networks that can send messages to
and receive messages from each other without the aid of special translation
or communications software because they use a common communications
protocol (see TCP/IP).

INTRANET: Private, secure web site or group of web sites that restrict
access to authorized users. Typically a corporation's proprietary
communications system, but one that uses web browsers and otherwise looks
and feels like a public web site.
JAVA: Portable, high-performance, simple, object-oriented programming

language and platform from Sun Microsystems.

TCP/IP: Short for transmission control protocol/internet protocol, which are the communication standards that allow different computer systems to communicate with each other on the internet. TCP describes the transformation of messages into data packets for transmission over open networks. IP describes the network connections used to route those packets.

WEB BROWSER: Search engine used to find and view information on the World Wide Web.

WEB SERVER: Hardware and software used to store and deliver HTML documents for use on the World Wide Web.

WEB SITE: A person or company's collection of HTML document on a Web server.

4/7/5   (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01410580 00061567
                   USE FORMAT 9 FOR FULL TEXT
Netscape, Microsoft in extranet race

ABSTRACT: Microsoft Corp. and Netscape Communications Corp. are rolling out competing strategies for extranets. Netscape posted on its Web site a white paper unveiling new versions of its client and server software – code-named Mercury and Apollo – as well as a visual development tool code-named Palomar. Apollo is focusing on management, managed content, improved messaging and the creation of an application platform. The Mercury client includes Compass, which will use agents to search out online information and watch for events. Microsoft, meanwhile, is working with American Express, Supply Works, members of the **Internet   Purchasing   Roundtable** and Internet standards bodies to create a standard for **Open   Buying** on the **Internet** . Microsoft will use existing products to address extranets and plans to roll out a new version of the Commercial Internet System, code-named Normandy.

Gage, Deborah
Computer Reseller News n727 PP: 24 Mar 17, 1997 ISSN: 0893-8377
JRNL CODE: CRN
DOC TYPE: Journal article LANGUAGE: English LENGTH: 1 Pages
WORD COUNT: 498

4/7/6   (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01410563 00061550
                   USE FORMAT 9 FOR FULL TEXT
Microsoft debuts extranet plan

ABSTRACT: Microsoft Corp. recently rolled out the Microsoft Commercial Internet System (MCIS), formerly code-named Normandy. Microsoft is working with American Express Co. Inc., SupplyWorks, and other members of the **Internet Purchasing Roundtable** to create a business-to-business purchasing interface, called **Open Buying** on the **Internet** . Microsoft is also working with Sterling Commerce to enable Microsoft's Merchant Server to route and track transactions using electronic data interchange. In addition, Microsoft is partnering with SAP AG to create more seamless information-transfer capabilities between enterprise resource planning systems and Web-based commerce systems. Merchant and other pieces of MCIS are available for resellers to deploy a host of Internet and intranet applications. Among the suite of services are Chat, News, Mail, Internet Locator, Membership, Information Retrieval, Content and Replication, White Pages and Merchant electronic commerce servers.

Glascock, Stuart; Foley, Mary Jo
Computer Reseller News n727 PP: 2 Mar 17, 1997 ISSN: 0893-8377
JRNL CODE: CRN
DOC TYPE: Journal article LANGUAGE: English LENGTH: 1 Pages
WORD COUNT: 446

4/7/7   (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01324323 99-73719
               USE FORMAT 9 FOR FULL TEXT
Users build Internet-based supply depots

ABSTRACT: A dozen Fortune 500 companies, including American Express Co., Chase Manhattan Bank Corp., and IBM Corp., are trying to develop Internet-based electronic commerce standards and services. The effort targets companies that buy high-volume, low-cost supplies, such as office and cleaning products, minor equipment repairs, lightbulbs, and even contracts for temporary clerical workers. Control of maintenance, repair, and operations (MRO) purchasing is important because it accounts for about 40% to 60% of all corporate expenses, and the percentage is increasing. American Express met last week with several computer vendors to discuss MRO development. It has also been working with SupplyWorks Inc. on the project.

Wagner, Mitch
Computerworld v30n46 PP: 1, 16 Nov 11, 1996 CODEN: CMPWAB ISSN:
0010-4841 JRNL CODE: COW
DOC TYPE: Journal article LANGUAGE: English LENGTH: 2 Pages
WORD COUNT: 591

4/7/8   (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04906737   Supplier Number: 47214929 (THIS IS THE FULLTEXT)
**Microsoft debuts extranet plan: Establishes beachhead with Normandy; key
  alliances to be rolled out in coming weeks**
Foley, Mary Jo; Glascock, Stuart
Computer Reseller News, p2
March 17, 1997
TEXT:
Los Angeles: Microsoft Corp. went public last week with a key piece of its
extranet strategy by officially rolling out the Microsoft Commercial

Internet System (MCIS), formerly code-named Normandy.

And within the next few weeks, the company is expected to put in place more pieces of the extranet puzzle via alliances with some of the biggest names in electronic commerce and Internet development.

Microsoft is working with American Express Co. Inc., SupplyWorks, and other members of the **Internet Purchasing Roundtable** to create a business-to-business purchasing interface, called **Open Buying** on the **Internet** .

Microsoft also is working with Sterling Commerce to enable Microsoft's Merchant Server to route and track transactions using electronic data interchange. Merchant, one of the key pieces of MCIS, already includes interfaces that enable direct integration with Sterling's Interchange software.

In addition, Microsoft is partnering with SAP AG to create more seamless information-transfer capabilities between enterprise resource planning systems and Web-based commerce systems.

Merchant and the other pieces of MCIS are available for resellers to deploy a host of Internet and intranet applications, the Redmond, Wash.-based software giant said at Internet World.

The set of server applications-including Web-site hosting, commercial-services provision, sales-force automation, customer support and help-desk assistance-aim to further enable electronic commerce, executives said.

Among the suite of services are Chat, News, Mail, Internet Locator, Membership, Information Retrieval, Content and Replication, White Pages and Merchant electronic-commerce servers.

"We do think this segment of the market is very interesting," said Daniel Steele, general manager in Microsoft's personal and business systems group. "A number of small businesses will turn to Internet service providers to host their business presence up on the Internet."

Companies with contracts to deploy MCIS include GridNet International, InfoSel, Lycos, North Willamette Telecom, Inet, MicroWarehouse, Pearson PLC, Planet Direct, Talk City and Ziplink.

MCIS is targeted at a very specific segment of the industry-ISPs, online services, telcos, network operators and other key electronic commerce vendors, Steele said.

However, Microsoft is working on strategies for delivering this summer all of the MCIS servers to individuals by repackaging and repricing the suite, sources said.

Currently, MCIS is available as a single SKU only. But Microsoft is considering per-user pricing as a possibility as well, said one customer, who requested anonymity. Microsoft executives refused to comment on MCIS pricing.

The MCIS servers are tailored to work with NT's directory and security features, Microsoft executives said.

"They [Microsoft] still need things like mail-list hosting, since mailing lists are important to extranets for better connectivity," said William Karpovich, director of product management with Digex, a Beltsville, Md., Web-hosting vendor.

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04899922   Supplier Number: 47205578   (THIS IS THE FULLTEXT)
ELEKOM unveils electronic commerce solution for corporate procurement.
Business Wire, p3131053
March 13, 1997

TEXT:
BELLEVUE, Wash.--(BUSINESS WIRE)--March 13, 1997--ELEKOM Corp. is launching
a powerful new business-to-business electronic commerce solution that
dramatically simplifies corporate procurement and slashes purchasing
overhead costs.

ELEKOM Procurement, which will be introduced at the Internet &
Electronic Commerce Conference & Exposition March 18 in New York,
streamlines the way companies buy from multiple suppliers. The system is an
intranet application that leverages the Internet to provide end-to-end
integration of every step of the procurement cycle. It is scheduled for
release second quarter 1997.

"This is much more than an ordering tool for a purchasing agent," said
Kirk Lockhart, ELEKOM president and chief executive officer. "ELEKOM solves
the fundamental problem with business-to-business electronic commerce by
extending service out to the ultimate customer -- the employee with a
need."

According to David Marshak, Patricia Seybold Group vice president,
"ELEKOM has done a very effective job of integrating internal business
processes with leading-edge electronic commerce technology without locking
customers into a proprietary system." ELEKOM Procurement is an open system
designed to integrate with other applications and technologies.

Key System Elements The ELEKOM Procurement System integrates four key
management functions:

Catalog Management:

ELEKOM places multiple supplier catalogs at employee fingertips, using
a hybrid combination of local databases and contracted supplier web sites
for fast response and accurate content. Industry standard Dun & Bradstreet
categories and full-text searching span all suppliers to make it easy to
find items, and direct links to supplier web sites ensure up-to-date specs
and availability.

Requisition Management

Error-free requisitions are created with the click of a mouse,
complete with Ship-to/Bill-to information, cost centers, project codes and
more. Users can add items from supplier catalogs, enter part numbers
directly, or select from public and private "hot lists" of frequently
ordered items. Completed requisitions are then automatically routed for
approval according to a customers business rules.

Transaction Management

Once a requisition receives final approval, it can be automatically
forwarded to the supplier via EDI, fax or e-mail for fulfillment. Order
status messages from the supplier are forwarded to the originator, and
received orders can be recorded. Each event from origination to receipt is
logged and time-stamped for comprehensive reporting and integration with
other applications.

Interprocess Management

Interprocess Management sets the ELEKOM Procurement System apart from
conventional purchasing systems. It not only integrates related functions
within ELEKOM, but provides the basis for integration with other systems
and technologies. The ELEKOM system maintains an open database architecture
to facilitate ODBC data exchange with other business systems such as
Payables and Asset Management. In addition, the system uses industry
standard protocols and interfaces to accommodate emerging electronic
commerce technologies such as Internet-based EDI and transactional servers.

Integrating Procurement Processes

ELEKOMs Interprocess Management goes beyond open data exchange to
facilitate sharing of procurement processes. Because procurement is a
matrix of related processes, individual activities may occur in different
systems. For example, the generation of Purchase Orders might be an
automated function of a legacy enterprise application. Similarly, an
existing transaction system might provide EDI links to particular
suppliers.

To address this requirement, ELEKOM Procurement employs an advanced "data-driven event management" system where changes to database control fields can influence program operation. Using this technique, the system can interrupt its normal flow and pass control to an external system. Alternatively, externally-generated events can trigger the ELEKOM system to modify operation.

Focus on Standards

The system makes extensive use of industry standard protocols and interfaces to maximize flexibility. In addition to conforming to all major Internet and e-mail protocols, ELEKOM Procurement is designed to accommodate emerging standards such as the MIT-sponsored **Open Buying** on the **Internet** (OBI). ELEKOM is also a member of the Microsoft Value Chain Initiative (VCI).

Strong emphasis has been placed on catalog standards as well. The system fully supports Dun & Bradstreet Standard Product and Service Codes (SPSC) which permit standardized product categorization across multiple suppliers. "ELEKOM clearly has a commitment to its customers to reduce the complexity associated with supplier management," said Frank Fitzsimmons, senior vice president for electronic commerce at Dun & Bradstreet.

ELEKOM Corporation

ELEKOM Corporation produces advanced business-to-business electronic commerce systems. With initial funding provided by Egghead Software, the company was established in 1995 to create supplier-independent systems to streamline corporate procurement. ELEKOM has formed alliances with Dun & Bradstreet, American Express and Interliant. The company is located at 500 - 108th Avenue NE, Suite 1400, Bellevue, Wash. 98004. Telephone is 1-888-ELEKOM1 or (206) 990-3060. http://www.elekom.com

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        CONTACT: Mike New          Candy Young
                 ELEKOM Corp.       Young & Company
                 206/990-3060       206/869-8333
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4/7/10   (Item 3 from file: 16)
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04674276   Supplier Number: 46879778   (THIS IS THE FULLTEXT)
Users build Internet-based supply depots
Computerworld, p1
Nov 11, 1996
TEXT:
Pundits used to say electronic commerce would create the paperless office. These days, companies are looking to electronic commerce to supply them with more paper. Not to mention paper clips, sticky pads and those little sponges for moistening envelope flaps.

A dozen Fortune 500 companies, including American Express Co., The Chase Manhattan Bank Corp. and IBM, are trying to develop Internet-based electronic commerce standards and services. The effort targets companies that buy high-volume, low-cost supplies, such as office and cleaning products, minor equipment repairs, lightbulbs and even contracts for temporary clerical workers.

Control of maintenance, repair and operations purchasing is important because it accounts for about 40% to 60% of all corporate expenses, and the percentage is increasing, said Peter Roden, a partner at SupplyWorks, Inc. The Lexington, Mass., consultancy works with big companies on using electronic commerce to streamline purchasing.

Ease of use

Internet-based MRO purchasing systems would be a boon to business,

said Jim Mason, a corporate information systems manager at Airgas, Inc., a gas supplier in Radnor, Pa.

"You wouldn't have to write up a purchase order, print it out, fax it and make sure the fax goes through," Mason said. "You'd just fill it out online, fax it, and when you hit the send' button, you'd know the order goes through."

The MRO systems need to keep track of an MRO supplier's inventory and pricing, process payments and arrange product delivery. In that respect, they are similar to "catalog servers" from Microsoft Corp., Netscape Communications Corp., ICat Corp. and others that were designed primarily for retail sales.

But MRO systems need to do more than that. They have to track the special pricing and product availability agreements set in the contractual relationship between suppliers and purchasers. The systems will also track buyers' internal billing numbers and keep track of which employees have the authority to buy which types of merchandise. Similar to electronic data interchange (EDI) services, which typically run across links among user networks, MRO systems are Internet-based and present an easy-to-use, browser-based front end for end users and IS managers.

Amex is working with 15 companies in an **Internet Purchasing Roundtable** to develop standards for Internet-based technology for MRO purchasing.

Amex met last week with computer vendors, including Oracle Corp., Microsoft Corp. and Cambridge, Mass.-based electronic commerce vendor Open Market, Inc., to discuss MRO development. It has also been working with SupplyWorks on the project.

Meanwhile, Chase has a similar project ongoing with some of its corporate customers. The bank expects a pilot electronic MRO project to be deployed by the end of the year and to be generally available by the second quarter of next year.

Big fan

IBM is also big on MRO. It recently announced the World Purchasing program, which runs on the World Wide Web or Notes. Staples, Inc. is among the companies participating.

The Chase system will run on a server on the supplier's premises or at a third-party site selected by the supplier. IBM will offer that setup or install a server inside the buyer's firewall. The buyer's server would communicate with the supplier systems via the Internet or proprietary EDI connection.

Information wasn't available last week on whether IBM and Chase are part of the **Internet Purchasing Roundtable** or if their systems will be compatible with each other or with what Amex is developing.

Amex's goal is to ensure that any MRO products developed can use the American Express Purchasing Card, said Thayer Stewart, vice president of product development at American Express Corporate Services Division in New York.

Document type: journal article   Language: German
Record type: Abstract
ISSN: 0170-5121

ABSTRACT:
Dieser Beitrag gibt einen Ueberblick ueber Online-Vertriebssysteme. Unter
dem Kuerzel 'OBI' (**Open   Buying** on the **Internet**) wurde im Mai dieses
Jahres ein Framework fuer die zwischenbetriebliche Bestellabwicklung auf
Basis von WWW und EDI veroeffentlicht. OBI ist aber kein Standard, sondern
beschreibt ein denkbares Abwicklungsmodell und enthaelt zwei
EDI-Nachrichtentypen, basierend auf ANSI X12. Edifact soll miteinbezogen
werden, sobald die Zusammenfuehrung von Edifact und ANSI X12 erfolgt ist.
Auf dem Markt werden einfache Einkaufssysteme fuer unter 200 Mark, ueber
Systeme zu 2000 Mark bis hin zu Entwicklungsgebungen zum Erstellen von
Individualloesungen zu 100000 Mark angeboten. Ein neuer Ansatz ist, die
betrieblichen Anwendungssysteme direkt an das Web anzubinden. Hierzu
offerieren etwa SAP, People Soft oder Baan zunehmend Schnittstellen. Von
den vielen angebotenen Systemen lassen sich auf dem deutschen Markt
allerdings nur wenige sinnvoll nutzen, da die Produkte aus den USA mit den
deutschen Standards nicht kompatibel sind. Der Beitrag liefert einen
Ueberblick ueber die verschiedenen Realisationsformen des Online-Vertriebs
mit den jeweiligen Vor- und Nachteilen, sowie eine Klassifikation der
einzelnen Produktloesungen.

4/7/12   (Item 1 from file: 416)
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INTERNET PURCHASING ROUNDTABLE   File:696   Recs: 1

4/7/13   (Item 2 from file: 416)
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OPEN BUYING ON THE INTERNET CONSORTIUM   File:647   Recs: 1

4/7/14   (Item 3 from file: 416)
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OPEN BUYING ON THE INTERNET CONSORTIUM   File:553   Recs: 10

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OPEN BUYING ON THE INTERNET CONSORTIUM   File:483   Recs: 1

4/7/16   (Item 5 from file: 416)
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OPEN BUYING ON THE INTERNET CONSORTIUM   File:233   Recs: 1

4/7/17   (Item 6 from file: 416)

INTERNET PURCHASING ROUNDTABLE   File:624   Recs: 1

4/7/18   (Item 7 from file: 416)

OPEN BUYING ON THE INTERNET CONSORTIUM   File:613   Recs: 3

4/7/19   (Item 8 from file: 416)

OPEN BUYING ON THE INTERNET CONSORTIUM   File:485   Recs: 1

4/7/20   (Item 9 from file: 416)

OPEN BUYING ON THE INTERNET CONSORTIUM   File: 15   Recs: 1

4/7/21   (Item 10 from file: 416)

INTERNET PURCHASING ROUNDTABLE   File: 15   Recs: 2

4/7/22   (Item 1 from file: 674)

063185
Everything old is new again
Computerworld emmerce
Byline: Mary Brandel
Journal: Computerworld   Page Number: 3
Publication Date: November 01, 1997
Word Count: 373   Line Count: 35

4/7/23   (Item 2 from file: 674)

062212
Electronic commerce dos and don'ts
Byline: Ellen Messmer
Journal: Network World   Page Number: 91
Publication Date: September 29, 1997
Word Count: 2214   Line Count: 203

4/7/24   (Item 3 from file: 674)

060059
Standards proposed to boost E-commerce
Online Business
Standards proposed to boost E-commerce
Byline: Mitch Wagner
Journal: Computerworld   Page Number: 115
Publication Date: June 09, 1997
Word Count: 393   Line Count: 39

4/7/25   (Item 4 from file: 674)

055854
Users build Internet-based supply depots
69
Users build Internet-based supply depots
Byline: Mitch Wagner
Journal: Computerworld   Page Number: 1
Publication Date: November 11, 1996
Word Count: 593   Line Count: 56
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